

Message Text

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PAGE 01 TAIPEI 02405 190807Z
ACTION EA-12

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TO SECSTATE WASHDC 7137
INFO USDOC WASHDC

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E.O. 11652: N/A
TAGS: BEXP, ETRD, TW
SUBJECT: ADDITIONAL GROC BUYING MISSION TO US

REF: TAIPEI 0062

1. GROC NOW PLANS TO SEND TWO ADDITIONAL BUYING MISSIONS TO US THIS YEAR, THE FIRST IN JUNE AND THE SECOND IN SEPTEMBER/OCTOBER. H.K. SHAO, DIRECTOR-GENERAL OF BOARD OF FOREIGN TRADE, WHO LED THE "SPECIAL PROCUREMENT" MISSION IN JANUARY-FEBRUARY, HAS AGREED TO LEAD JUNE MISSION. THERE WILL BE ONE OR TWO PRIVATE SECTOR COMPANIES PARTICIPATING ON JUNE MISSION AND POSSIBLY AS MANY AS TWENTY ON SEPTEMBER/OCTOBER MISSION. ACCORDING TO SHAO, SPECIAL INDUCEMENT FOR PRIVATE FIRMS IS GOVERNMENT LOW INTEREST LOAN REPAYABLE OVER 5 YEARS FOR PURCHASES MADE DURING MISSION'S TRIP. AS ON PREVIOUS MISSION, WAIVER OF BIDDING PROCEDURES WILL ENABLE GOVERNMENT AGENCIES AND STATE ENTERPRISES TO NEGOTIATE PRICE WITH ONLY ONE US SUPPLIER AND MAKE IMMEDIATE PURCHASE.

2. TENTATIVE PLANNING FOR JUNE MISSION IS FOR ABOUT 300 MILLION AND 100 MILLION US DOLLARS OF INDUSTRIAL AND AGRICULTURAL PURCHASES, RESPECTIVELY.
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MISSION WILL CONSIST OF SOME 30 MEMBERS. MAJOR PURCHASERS WILL BE TAIWAN POWER COMPANY, CHINESE PETROLEUM CORPORATION AND DIRECTORATE GENERAL OF TELECOMMUNICATIONS. SCHEDULE WILL ALLOW FOR EXPOSURE OF INDIVIDUAL MISSION MEMBERS TO NEW PRODUCTS AND NEW SUPPLIERS FOR FUTURE BUSINESS. MISSION WILL LEAVE TAIPEI ON EITHER JUNE 2 OR 9, TAKING ADVANTAGE OF CHINA AIRLINES ONCE-A-WEEK DIRECT

FLIGHT TO LOS ANGELES. MAJOR STOPS WILL BE LOS ANGELES, CHICAGO AND NEW YORK. US-ROC ECONOMIC COUNCIL WILL HELP ARRANGE APPOINTMENTS IN ALL THREE CITIES. SEVEN OTHER CITIES WILL BE ADDED TO SCHEDULE. MISSION WILL STAY IN US FOR FORTY DAYS.

3. IN DISCUSSING MISSION WITH COMMATT, H.K. SHAO REQUESTED NO SPECIAL ASSISTANCE FROM USDOC, EXCEPT FROM DISTRICT OFFICE TRADE SPECIALISTS, MANY OF WHOM HE MET ON LAST TRIP. HE THOUGHT THAT APPOINTMENTS MADE BY US-ROC ECON COUNCIL AND USDOC DISTRICT OFFICES WOULD BE SUFFICIENT.

4. EMBASSY WILL BE REPORTING FURTHER DETAILS AFTER MISSION'S ORGANIZING MEETING NEXT WEEK. UNGER

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